



# ***DCM Raytheon, Burlington, MA***

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## **"UCAs"**

***Presented By:***

***Chuck Angeramo  
Jim Collins***

***June, 2000***



# *Agenda*

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- History
- Initiatives Implemented
- Initiatives Planned



# History

- Historically have in excess of 100 open Undefinitized Contract Action (UCAs) on hand with about 50 - 60 of these over 1 year old.
- Majority of our UCAs are from Navy customers (spare parts).
- Late proposals, Advanced Delivery Orders (ADOs), Contract restructuring (rate changes) and lack of personnel resources have been *contributing* factors.
- Recent efforts have resulted in a decrease of Overage by over 20%, but still have a ways to go!



# *Initiatives Implemented*

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- Managing a “UCA Tracking List”
- Monthly “Negotiation Stand-down Day”
- Pricers negotiate proposals greater than \$100,000
- Developed a Standard Operating Procedure (SOP)
- Training
- Progress Payment withhold
- VTC with Contractor and NAVICP



# *Initiatives Implemented*

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- **Managing a “UCA Tracking List”**
  - Review bi-weekly (across the table) with the Contractor . This ensures key milestones are continuously monitored (proposal submission, offers, completing contract MODs, etc.)
- **Monthly “Negotiation Stand-down Day”**
  - First Tuesday of each month is set aside to negotiate all proposals less than \$100K, which have been in DCMC Raytheon’s hands for at least 30 days. This incentivizes both the Government and the Contractor to expedite definitization promptly or end up face-to-face, during the stand-down day.



# *Initiatives Implemented*

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- **Pricers negotiate proposals greater than \$100,000**
  - They already have done a lot of the leg-work, let them complete the deal. Balances workload more effectively, as well.
- **Developed a Standard Operating Procedure (SOP)**
  - Clearly outlines the duties of Contracts folks and Pricers, to include DIRAMS. Most importantly, it establishes Command expectations as to how much time/effort CAs and Pricers



# *Initiatives Implemented*

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- **Training**
  - Held several internal training sessions on Pricing and Negotiations. Making good use of internal know-how.
- **Progress Payment withhold**
  - For Programs which are repeatedly late on proposal submission. “We’ll give you the progress payment when we get the proposal.”
- **VTC with Contractor and NAVICP (ADOs)**
  - 3-way communication is key. Getting stuck in the middle of the contractor and the buying activity is a no-win



# *Initiatives Planned*

- **DIRAMS UCA Listing** - a complete data extraction, determine open UCAs and when they will become “overage.” A management tool to provide the Command/ACO greater visibility of the workload and current status of each. Share with Contracts.
- **Management Council Project** - the Acquisition Reform subcommittee will be subordinate to the NAMIS Management Council, charter, evaluate/re-engineer utilizing “6 Sigma” methodology.
- **Letters to NAMIS VP (as necessary)** - Monthly letters to the NAMIS VP regarding proposals and potential adverse consequences if this system problem does not improve. Thus far, concerns only shared with the NAMIS VP.